

February 23, 2024 VIA E-MAIL

Aaron Eaquinto
Dallas Public Facility Corporation
1500 Marilla Street, Room 6CN
Dallas, Texas 75201

Mr. Eaquinto,

Hilltop Securities (HTS) has prepared an initial underwriting assessment from the developer provided proforma and sources & uses for Bloc House at Santa Fe Trail development. I hereby certify that Hilltop Securities has experience underwriting affordable multifamily residential developments and do not have a financial interest in the proposed development, developer, or public facility user for this proposed development. Below is a summary of the analysis completed.

- Rent Subsidy- The developer has included 3% of the units at 50% Area Median Income (AMI) 10% of the units at 60% AMI, 47% of the units at 80% AMI and the remaining units will be at a fair market rate. The year 1 rents subsidy is currently estimated at \$111,722. Over a 15-year period the rents subsidy is estimated to by \$1,851,119 using a 3% escalator on future rents. This is a smaller overall property with just 92 units. The unit mix is made of eighty-six efficiency units and six 2 bedroom units
- **Estimated GP Revenues** The term sheet/ MOU indicates the following fees are expected to be returned to Dallas Public Facility Corporation (DPFC). A summary of fees received over 15 years is included in HTS analysis.
 - PFC Structuring Fee \$250,000 (Received at Closing)
 - Annual Rent Payment \$39,766 increasing 3% annually (15-year total \$621,057)
 - Sales Tax Savings Fee \$91,503 (25% of estimated sales tax saved)

Sale or Refinance Fee 15% of Net Sale Proceeds on first sale, then 2% of gross sale price on subsequent sale

- **Estimated Property Taxes** Construction has not begun on the property. Two estimated property tax projections were completed.
 - 1. Based on 80% of the total cost of the development
 - 2. Based on the 2023 assessed value per DCAD.

The remaining analysis that included 15 year estimated property taxes one year from the 2023 assessed value, a half value from the 80% of the construction cost for two year, year 3 is based on 80% of construction cost estimate, then the remaining years are increased by 3% annually. Hilltop believes this will give an accurate representation of how the property will be valued during the rest of construction through completion if the property were to stay on the tax rolls.

Additionally, a 75-year tax and benefit estimate has been included at DPFC's request.

- **Rent Subsidy and PTA Comparison** Comparing the rent saving generated by the property and the fees to be earned by DPFC over a 15-year period against the estimated property taxes over a 15-year period a Public Benefit Percentage of 64.13% is generated, not including the sale or refinance fee. Including proceeds from a first sale at year 15 assuming a 5% cap rate a public benefit of 114.69% is generated.
- 15-year Proforma with Property Taxes Based on the provided proforma when including ethe estimated property taxes in the provided proforma the Debt Service Coverage (DCR) drops below the industry standard 1.15 for years 3 to year 10. Additionally, the DCR would drop below 1.00 for years 3 to 5 as well. These DCR coverages with taxes leads Hilltop to conclude the DPFC participation and property tax exemption is required in order for the property to be feasible with the rents as proposed.



Dallas Public Facility Corporation

Bloc House at Santa Fe Trail



General Partner Revenue/Property Tax Abatement Analysis - Workforce Housing
Draft as of 2/23/2024

Total Project Cost \$14,753,419

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PFC Structuring Fee	\$ 250,000.00
Annual Lease Payment (\$39.8k + 3% Annually)	621,057.05
General Partner - GP (15% of Net Sale Proceeds) First Sale	
General Partner - GP (2% of Gross Sale Price) Subsequent Sale	
General Contractor - (25% of sales tax savings)	91,503.23
Total GP Partnership Related Revenues	\$ 962,560.29
15 Year Rent Subsidy	\$ 1,851,118.82
GP Revenues + Rent Subsidy	\$ 2,813,679.11
Estimate of Taxes Abated	\$4,387,290.30
Mil Rate	2.294781%
Cap Rate	6.25%
50% of Estimate of Taxes Abated	\$2,193,645,15

Footnote:

Total Cash Flow based off of "Bloc House SFT - PFC Underwriting -

Distribution.xlsm" numbers = 5,407,437.33

Partnership Expenses = 621,057.05

Property Tax Abatement Analysis



11,802,735 14,753,419 80% of costs Total Cost NOI/TC 1.164024917 (assumed Cap) Mil Rate 2.294781% Cap Rate 6.25% 8.54478%

Dallas Public Facility Corporation Bloc House at Santa Fe Trail **Estimated Property Taxes** Draft as of 2/23/2024



Current Assessed Value

Taxing Authority City of Dallas Dallas ISD **Dallas County** Dallas College Parkland Hospital Total Mil Rate \$129,600

Q123,000																
Mil Rate	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	Total
0.7357009	6 \$953.47	982.07	1,011.53	1,041.88	1,073.14	1,105.33	1,138.49	1,172.64	1,207.82	1,244.06	1,281.38	1,319.82	1,359.42	1,400.20	1,442.20	16,291
1.0138359	6 \$1,313.93	1,353.35	1,393.95	1,435.77	1,478.84	1,523.21	1,568.90	1,615.97	1,664.45	1,714.38	1,765.81	1,818.79	1,873.35	1,929.55	1,987.44	22,450
0.2157189	\$279.57	287.96	296.60	305.49	314.66	324.10	333.82	343.84	354.15	364.78	375.72	386.99	398.60	410.56	422.88	4,777
0.1100289	\$142.60	146.87	151.28	155.82	160.49	165.31	170.27	175.38	180.64	186.06	191.64	197.39	203.31	209.41	215.69	2,436
0.2195009	\$284.47	293.01	301.80	310.85	320.18	329.78	339.67	349.86	360.36	371.17	382.31	393.78	405.59	417.76	430.29	4,861
2.2947819	\$2,974.04	3,063.26	3,155.15	3,249.81	3,347.30	3,447.72	3,551.15	3,657.69	3,767.42	3,880.44	3,996.86	4,116.76	4,240.26	4,367.47	4,498.50	50,815

80% of Total Cost

Loaded Cap

After Development Assessed Value Taxing Authority
City of Dallas Dallas ISD Dallas County Dallas College Parkland Hospital Total Mil Rate

	\$11,802,735																
Mil Rate		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	Total
	0.735700%	\$86,832.72	89,437.70	92,120.84	94,884.46	97,730.99	100,662.92	103,682.81	106,793.30	109,997.10	113,297.01	116,695.92	120,196.80	123,802.70	127,516.78	131,342.28	1,483,652
	1.013835%	\$119,660.26	123,250.07	126,947.57	130,756.00	134,678.68	138,719.04	142,880.61	147,167.03	151,582.04	156,129.50	160,813.38	165,637.79	170,606.92	175,725.13	180,996.88	2,044,554
	0.215718%	\$25,460.62	26,224.44	27,011.18	27,821.51	28,656.16	29,515.84	30,401.32	31,313.36	32,252.76	33,220.34	34,216.95	35,243.46	36,300.76	37,389.79	38,511.48	435,028
	0.110028%	\$12,986.31	13,375.90	13,777.18	14,190.50	14,616.21	15,054.70	15,506.34	15,971.53	16,450.67	16,944.19	17,452.52	17,976.09	18,515.38	19,070.84	19,642.96	221,888
	0.219500%	\$25,907.00	26,684.21	27,484.74	28,309.28	29,158.56	30,033.32	30,934.32	31,862.35	32,818.22	33,802.76	34,816.85	35,861.35	36,937.19	38,045.31	39,186.67	442,655
	2.294781%	\$270,846.92	278,972.33	287,341.50	295,961.75	304,840.60	313,985.82	323,405.39	333,107.55	343,100.78	353,393.80	363,995.62	374,915.49	386,162.95	397,747.84	409,680.28	4,769,586



Dallas Public Facility Corporation Bloc House at Santa Fe Trail 15 Year Pro Forma with Property Taxes 2/23/2024



						2/23/2	2024									
Proforma																
Year	 1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	Total
Effective Gross Income from Operations	\$ -	\$ - \$	1,522,223 \$	1,669,312 \$	1,719,391 \$	1,770,973 \$	1,824,102 \$	1,878,825 \$	1,935,190 \$	1,993,246 \$	2,053,043 \$	2,114,634 \$	2,178,074 \$	2,243,416	2,310,718	25,213,148
Operating Expenses	\$ -	\$ - \$	510,177 \$	530,553 \$	546,470 \$	562,864 \$	579,750 \$	597,142 \$	615,056 \$	633,508 \$	652,513 \$	672,089 \$	692,251 \$	713,019	734,409	8,039,801
Estimated Property Taxes (2.294781% MIL Rate)	 2,974	139,486	271,795	279,948	288,347	296,997	305,907	315,084	324,537	334,273	344,301	354,630	365,269	376,227	387,514	4,387,290
Operating Expenses With Taxes	 2,974	139,486	781,971	810,501	834,816	859,861	885,657	912,226	939,593	967,781	996,814	1,026,719	1,057,520	1,089,246	1,121,923	12,427,091
Total Developer's Estimated Debt Service	\$ -	\$ - \$	905,070 \$	905,070 \$	905,070 \$	905,070 \$	905,070 \$	905,070 \$	905,070 \$	905,070 \$	905,070 \$	905,070 \$	905,070 \$	905,070	905,070	11,765,910
Net Operating Income	\$ (2,974)	\$ (139,486) \$	740,252 \$	858,811 \$	884,575 \$	911,112 \$	938,446 \$	966,599 \$	995,597 \$	1,025,465 \$	1,056,229 \$	1,087,916 \$	1,120,553 \$	1,154,170	1,188,795	\$ 12,786,057
Additional Income Needed to Achieve 1.15 DCR		\$	300,578.67 \$	182,019.90 \$	156,255.58 \$	129,718.34 \$	102,384.97 \$	74,231.61 \$	45,233.64 \$	15,365.73 \$	(15,398.21) \$	(47,085.07) \$	(79,722.54) \$	(113,339.13) \$	(147,964.22)	\$ 602,279
DCR			0.82	0.95	0.98	1.01	1.04	1.07	1.10	1.13	1.17	1.20	1.24	1.28	1.31	



Dallas Public Facility Corporation Bloc House at Santa Fe Trail Rent Subsidy (Workforce Housing) Draft as of 2/23/2024



100% AMI - Dallas County				50% AMI		Rent	Savings		60% AMI		Rent	Savings		80% AMI		Rent	Savings	Market* 2	bd/2ba rent s of market co		Rent Savings
Avg. Rent	Room Type	Sq. Ft.	Avg. Rent	Units	Disc. % to Market	Monthly	Annual	Avg. Rent	Units	Disc. % to Market	Monthly	Annual	Avg. Rent	Units	Disc. % to Market	Monthly	Annual	Avg. Rent	Units	AMI %	Total Annual
1,805	Efficiency	357				-	-	1,136	9	25%	3,366	40,392	1,444	40	4%	2,640	31,680	1,510	37	84%	72,072
2,320 Total/Avg	2bd/2ba	713	1,283 1,283	3	39% 39.49%	2,512 2,512	30,139 30,139	1,136	9	0.247682	3,366	40,392	1,856 1,473	3 43	12% 4.94%	793 3,433	9,511 41,191	2,120 1,510	- 37	91%	39,650 111,722
			2,200		331.1370	2,012	50,255	2,200		0.2 17 002	3,333	.0,032			113 170	0, .00		2,525			111//11
Unit Mix 3%	at 50% AMI	# of Units 3			50% AMI	60% AMI	80% AMI								Units	Avg. Rent	Disc. to Market				
10%	at 60% AMI	9	Efficiency		0%	100%	93%						Market	Data		1,510.00					
47%	at 80% AMI	43	2bd/2ba		100%	0%	7%						Market	nate		1,310.00					
40%	at Market	37	3bd/2ba		100%	100%	100%						Affordable	o Pato	55	1,407.29	7%				
Total		92											AHOIUADI	e nate	55	1,407.29	1/0				



Dallas Public Facility Corporation Bloc House at Santa Fe Trail Public Benefit Analysis Draft as of 2/23/2024



Year	Total	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Property Taxes	4,387,290	2,974	139,486	271,795	279,948	288,347	296,997	305,907	315,084	324,537	334,273	344,301	354,630	365,269	376,227	387,514
Rent Savings	1,851,119			118,526	122,082	125,745	129,517	133,402	137,404	141,527	145,772	150,146	154,650	159,289	164,068	168,990
(15% of Net Sale Proceeds) First Sale*	0															
Acquisition Fee	250,000	250,000														
Sales Tax Savings Fee	91,503	91,503														
Annual Lease Payment	621,057			39,766	40,959	42,188	43,453	44,757	46,100	47,483	48,907	50,374	51,886	53,442	55,045	56,697
Total	2,813,679	341,503	0	158,292	163,041	167,932	172,970	178,159	183,504	189,009	194,680	200,520	206,536	212,732	219,114	225 697
Total	2,813,679	341,503	U	158,292	163,041	167,932	172,970	178,159	183,504	189,009	194,680	200,520	206,536	212,/32	219,114	225,687

Public Benefit	64.13%	Total rent savings + HFC/PFC revenue		Total Property Taxes Abated
Percentage %	64.13%	2,813,679	·	4,387,290

New Construction

*Property Taxes based off of current assessed value for Year 1, a half valuation of the stabalized value for Year 2, then 80% of the of the total cost for Year 3 then increasing 3% annually *Does not include Net Sale Proceeds

Year	Total	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Property Taxes	4,387,290	2,974	139,486	271,795	279,948	288,347	296,997	305,907	315,084	324,537	334,273	344,301	354,630	365,269	376,227	387,514
Rent Savings	1,851,119			118,526	122,082	125,745	129,517	133,402	137,404	141,527	145,772	150,146	154,650	159,289	164,068	168,990
(15% of Net Sale Proceeds) First Sale*	2,218,264															2,218,264
Acquisition Fee	250,000	250,000														
Sales Tax Savings Fee	91,503	91,503														
Annual Lease Payment	621,057			39,766	40,959	42,188	43,453	44,757	46,100	47,483	48,907	50,374	51,886	53,442	55,045	56,697
Total	5,031,943	341.503	0	158,292	163,041	167.932	172.970	178.159	183.504	189.009	194.680	200,520	206.536	212.732	219 114	2,443,951

Public Benefit	114.69%	Total rent savings + HFC/PFC revenue		Total Property Taxes Abated
Percentage %	114.69%	5,031,943	·	4,387,290

New Construction
Property Taxes based off of current assessed value for Year 1, a half valuation of the stabalized value for Year 2, then 80% of the of the total cost for Year 3 then increasing 3% annually *Assumes Sale at Year 15 with a 5% Cap Rate



Dallas Public Facility Corporation Bloc House at Santa Fe Trail 75 Year Estimates



Year	Y15 Total	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Total Property Taxes	4,387,290	2,974	139,486	271,795	279,948	288,347	296,997	305,907	315,084	324,537	334,273	344,301	354,630	365,269	376,227	387,514
City of Dallas Property Taxes	1,484,396	953	44,719	92,121	94,884	97,731	100,663	103,683	106,793	109,997	113,297	116,696	120,197	123,803	127,517	131,342
Rent Savings	3,557,154	191,256	196,994	202,903	208,991	215,260	221,718	228,370	235,221	242,277	249,546	257,032	264,743	272,685	280,866	289,292
Acquisition Fee	250,000	250,000														
Annual Lease Payment	621,057	0	0	39,766	40,959	42,188	43,453	44,757	46,100	47,483	48,907	50,374	51,886	53,442	55,045	56,697
Y15 Total	4,428,211	441,256	196,994	242,669	249,950	257,448	265,172	273,127	281,320	289,760	298,453	307,406	316,629	326,128	335,911	345,989
Year	Y30 Total	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Total Property Taxes	11,810,850	399,139	411,114	423,447	436,150	449,235	462,712	476,593	490,891	505,618	520,786	536,410	552,502	569,077	586,150	603,734
City of Dallas Property Taxes	4,000,505	135,283	139,341	143,521	147,827	152,262	156,830	161,534	166,380	171,372	176,513	181,808	187,263	192,881	198,667	204,627
Rent Savings	9,099,084	297,971	306,910	316,117	325,601	335,369	345,430	355,792	366,466	377,460	388,784	400,448	412,461	424,835	437,580	450,707
Acquisition Fee	250,000															
Annual Lease Payment	1,707,191	58,398	60,150	61,954	63,813	65,727	67,699	69,730	71,822	73,976	76,196	78,482	80,836	83,261	85,759	88,332
Y30 Total Revenue																
	11,056,275	356,368	367,059	378,071	389,413	401,096	413,129	425,522	438,288	451,437	464,980	478,929	493,297	508,096	523,339	539,039
Year	Y45 Total	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45
Total Property Taxes	23,376,515	621,846	640,502	659,717	679,508	699,893	720,890	742,517	764,792	787,736	811,368	835,709	860,781	886,604	913,202	940,598
City of Dallas Property Taxes	7,920,520	210,766	217,089	223,601	230,309	237,219	244,335	251,665	259,215	266,992	275,002	283,252	291,749	300,502	309,517	318,802
Rent Savings	17,733,230	464,229	478,155	492,500	507,275	522,493	538,168	554,313	570,943	588,071	605,713	623,884	642,601	661,879	681,735	702,187
Acquisition Fee	250,000															
Annual Lease Payment	1,692,161	90,982	93,711	96,523	99,418	102,401	105,473	108,637	111,896	115,253	118,711	122,272	125,940	129,718	133,610	137,618
Y45 Total Revenue	19,675,391	555,210	571,867	589,023	606,693	624,894	643,641	662,950	682,839	703,324	724,423	746,156	768,541	791,597	815,345	839,805
					1						1		1			
Year	Y60 Total	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60
Total Property Taxes	41,395,444	968,816	997,881	1,027,817	1,058,652	1,090,411	1,123,123	1,156,817	1,191,522	1,227,267	1,264,085	1,302,008	1,341,068	1,381,300	1,422,739	1,465,421
City of Dallas Property Taxes	14,027,776	328,366	338,217	348,364	358,815	369,579	380,666	392,086	403,849	415,965	428,443	441,297	454,536	468,172	482,217	496,683
Rent Savings	31,184,948	723,253	744,950	767,299	790,318	814,028	838,448	863,602	889,510	916,195	943,681	971,991	1,001,151	1,031,186	1,062,121	1,093,985
Acquisition Fee	250,000															
Annual Lease Payment	2,636,332	141,747	145,999	150,379	154,890	159,537	164,323	169,253	174,330	179,560	184,947	190,496	196,210	202,097	208,160	214,404
VC0 Tatal Danis	34,071,280	064.000	000.040	047.670	045 200	072 555	4 000 774	4 033 055	4 062 040	4 005 755	4 420 620	4 4 6 2 4 0 7	4 407 262	4 222 202	4 270 204	4 200 200
Y60 Total Revenue	34,0/1,280	864,999	890,949	917,678	945,208	973,565	1,002,771	1,032,855	1,063,840	1,095,755	1,128,628	1,162,487	1,197,362	1,233,282	1,270,281	1,308,389
V																
Year	Y75 Total	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75
Total Property Taxes	69,468,347	1,509,384	1,554,666	1,601,306	1,649,345	1,698,825	1,749,790	1,802,283	1,856,352	1,912,043	1,969,404	2,028,486	2,089,341	2,152,021	2,216,581	2,283,079
City of Dallas Property Taxes	23,542,681	511,584	526,931	542,739	559,022	575,792	593,066	610,858	629,184	648,059	667,501	687,526	708,152	729,396	751,278	773,817
Rent Savings	52,142,287	1,126,804	1,160,609	1,195,427	1,231,290	1,268,228	1,306,275	1,345,463	1,385,827	1,427,402	1,470,224	1,514,331	1,559,761	1,606,554	1,654,750	1,704,393
Acquisition Fee	250,000															
Annual Lease Payment	4,107,320	220,837	227,462	234,285	241,314	248,553	256,010	263,690	271,601	279,749	288,142	296,786	305,689	314,860	324,306	334,035
Y75 Total Revenue	56,499,607	1,347,641	1,388,070	1,429,712	1,472,604	1,516,782	1,562,285	1,609,154	1,657,428	1,707,151	1,758,366	1,811,117	1,865,450	1,921,414	1,979,056	2,038,428